I/R Code 47.40
*June 1986*

SUPPLEMENT TO MONTHLY SURVEY OF

# LIFE INSURANCE SALES IN CANADA

## Canadian Ordinary Sales
Revised through June 1986

| | Annualized premium (000) | | | Face amount (000) | | | Number of policies | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1985 | 1986 | Ratio 1986/ 1985 | 1985 | 1986 | Ratio 1986/ 1985 | 1985 | 1986 | Ratio 1986/ 1985 |
| January | $ 27,807 | $ 30,137 | 108% | $ 4,044,830 | $ 4,096,256 | 101% | 59,220 | 57,801 | 98% |
| February | 33,440 | 37,386 | 112 | 4,603,291 | 5,054,345 | 110 | 75,705 | 74,404 | 98 |
| March | 36,671 | 39,659 | 108 | 5,015,759 | 5,460,289 | 109 | 81,505 | 78,177 | 96 |
| April | 35,665 | 41,379 | 116 | 4,965,571 | 5,851,864 | 118 | 77,405 | 83,233 | 108 |
| May | 41,032 | 43,075 | 105 | 5,664,168 | 5,976,127 | 106 | 88,785 | 86,011 | 97 |
| June | 38,744 | 45,010 | 116 | 5,303,086 | 5,897,886 | 111 | 80,628 | 85,162 | 106 |
| July | 35,453 | | | 4,731,941 | | | 72,213 | | |
| August | 32,311 | | | 4,461,937 | | | 66,072 | | |
| September | 35,578 | | | 5,014,496 | | | 77,358 | | |
| October | 44,435 | | | 5,966,034 | | | 93,294 | | |
| November | 47,390 | | | 6,045,975 | | | 91,249 | | |
| December | 44,129 | | | 5,617,898 | | | 76,855 | | |
| Year total | $452,655 | | | $61,434,986 | | | 940,289 | | |
| Year to date | $213,359 | $236,646 | 111% | $29,596,705 | $32,336,767 | 109% | 463,248 | 464,788 | 100% |

## Canadian Group Sales
Revised through June 1986

| | Annualized premium (000) | | | Face amount (000) | | |
|---|---|---|---|---|---|---|
| 1985 | 1985 | 1986 | Ratio 1986/ 1985 | 1985 | 1986 | Ratio 1986/ 1985 |
| January | $ 2,245 | $ 2,568 | 114% | $ 1,664,339 | $ 861,349 | 52% |
| February | 2,177 | 4,265 | 196 | 951,779 | 2,676,061 | 281 |
| March | 3,468 | 4,060 | 117 | 1,706,928 | 2,130,611 | 125 |
| April | 2,786 | 3,565 | 128 | 1,210,650 | 1,555,662 | 128 |
| May | 4,348 | 3,050 | 70 | 1,170,748 | 1,193,102 | 102 |
| June | 4,985 | 6,786 | 136 | 2,295,418 | 3,300,980 | 144 |
| July | 3,560 | | | 1,524,320 | | |
| August | 2,815 | | | 1,242,032 | | |
| September | 4,362 | | | 1,967,238 | | |
| October | 3,222 | | | 1,941,277 | | |
| November | 2,818 | | | 1,492,898 | | |
| December | 11,526 | | | 4,186,601 | | |
| Year total | $48,312 | | | $21,354,228 | | |
| Year to date | $20,009 | $24,294 | 121% | $ 8,999,862 | $11,717,765 | 130% |